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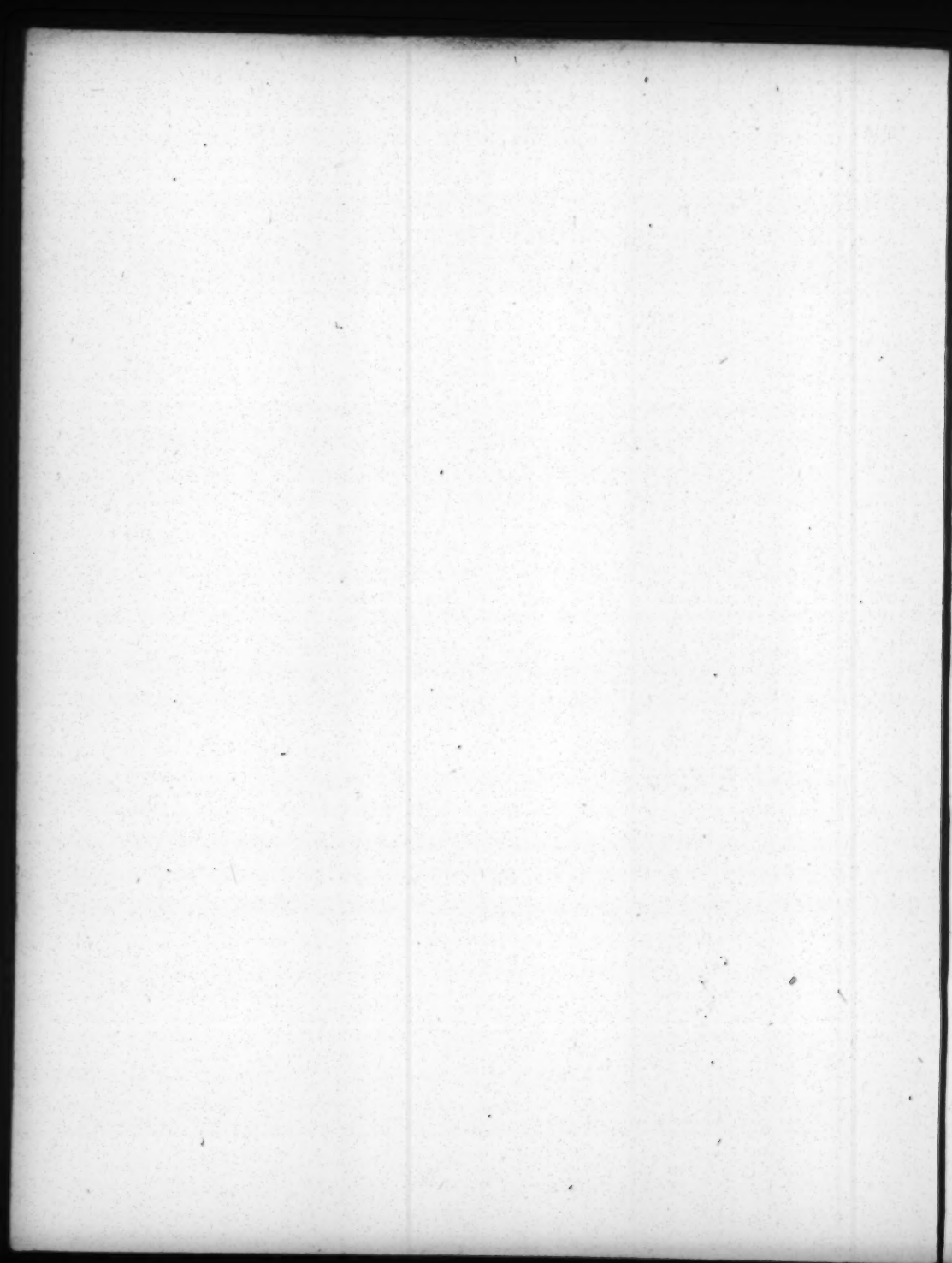


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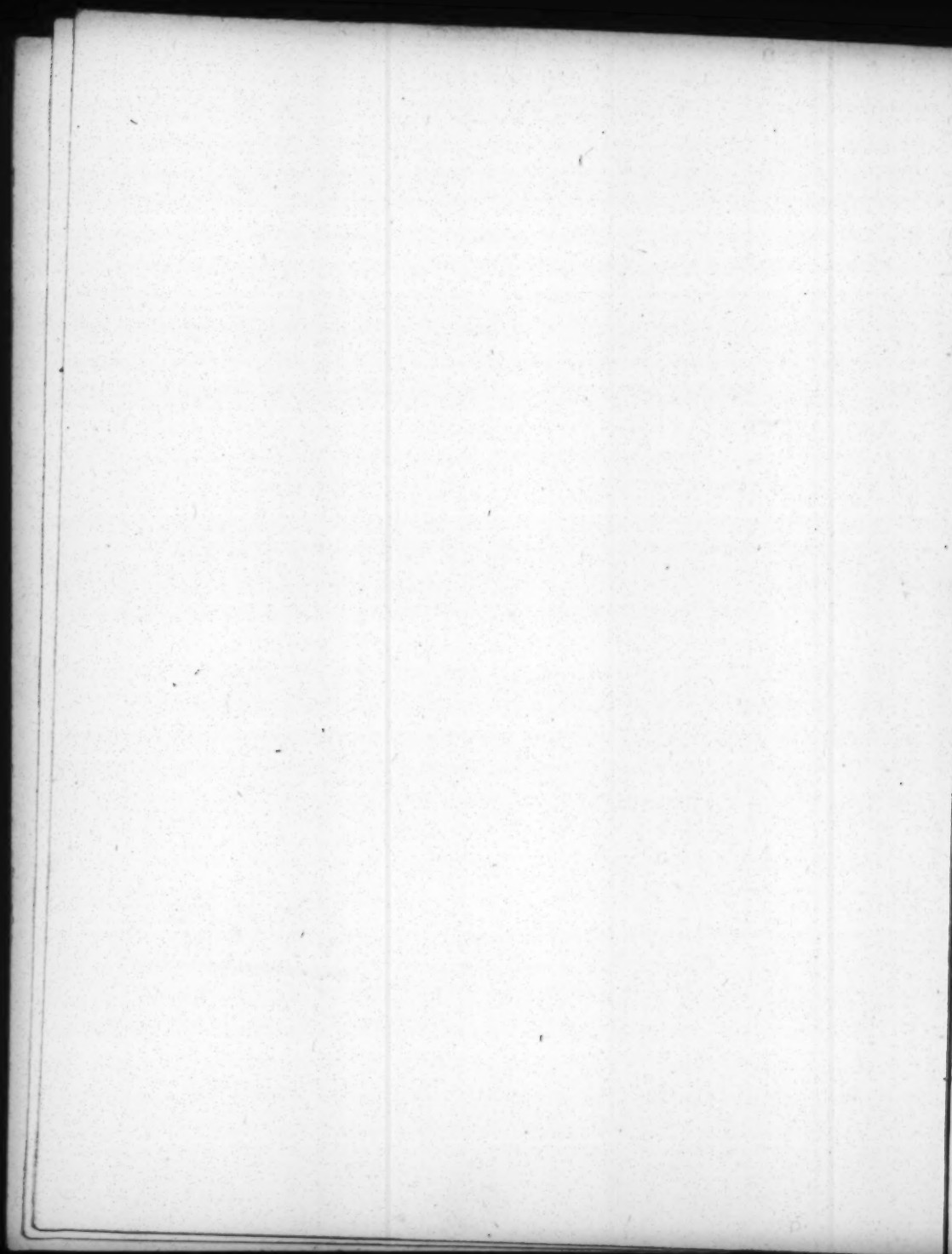
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# LETTER

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From a

Merchant in *SCOTLAND*,

To his

Correspondent in *London*.

Relating to the

Duty upon *SCOTCH-LINNEN*.

S I R,

I Have your Letter of the Instant, wherein you give me an Account, That the Parliament of *England* have Voted to lay an Additional Duty of 1 d. per Ell, on *Scotch Linnen*, in order to raise Money to Supply the Deficiency of some Funds.

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Also

(c. 1700)



Altho you are pleased to Inform me, That as an Act of kindness to me, and the rest of your Friends here, you have used all your Interest, and engag'd all your Friends against the said Bill, for which we suppose you expect our Thanks.

We think our selves obliged to thank you for your Intention, but are very sorry your Good Will should fall under the Unhappiness of a mistake; and therefore before we explain our selves, we desire you by all means to desist any farther Sollicitation of that Affair, unless you will be so kind as to engage all your Interests and Friends on the other hand, if it be possible, to get the Bill to Pass.

Possibly you may think this something strange; but in order to convince your Judgment, that your Friendship may joyn with your Discretion in the Matter, I take the liberty to open your Eyes a little, and show you what is and what is not the true Interest of our Trade in *Scotland*.

First, you are to understand, *Scotland* does not gain of *England*, but *England* gains of *Scotland*, by the General Trade of both Nations. I prove this by this Rule of Trade; That in Trade, that Nation Gains most which Exports most Goods of its own Growth, and receives back most Money. Now 'tis allow'd that we receive from *England* about 60000 l. per Annum in Goods more than we Export to them; the Remainder of which we remit by Bills, which is Money; and consequently *England* Gains of *Scotland* 60000 l. per Annum, by the Trade.

The reason of this is the want of those Manufactures in *Scotland* which we have from *England*, and which we cannot be without, nor be well supplied with elsewhere.

We who have a true Notion of the *English* Trade, and the great disadvantages we are under in our Trading



ding thither, have often Essay'd to supply our selves with those useful Goods, sometimes from *Ireland*, sometimes from *Holland* ; but finding that either way it still enrich'd the persons who supply'd us, and exhausted our Countrey of ready Money ; and withal, in hopes of reaping the advantage of so beneficial a Trade, at last we began to enquire, why we might not make those Goods at home, which we buy so much to our disadvantage from abroad.

On this Enquiry, we found we had Wooll enough of our own, which, with the help of *Spanish* Wooll, would enable us to make Broad-Cloths, and Stuffs, and what other things of that nature we might want ; we found we have hands enough of our own Poor to Manufacture it, and to Spin, Weave, Knit, &c. And in short, we have with a Joynt Stock Erected a Company for the carrying on this profitable useful design, and we have met with such success in it hitherto, as that we doubt not in a short time, not only to supply our own Nation, but Foreign parts also, and to let the World see that *Scotland* is an industrious Nation, and have only hitherto wanted due encouragement to make proof of it.

Now in order to encourage our Design for the advantage of our Native Country, I know nothing in the World cou'd have contributed more to us, than some discouragement on the vast Exportation of Linnen. The Linnen Manufacture in *Scotland*, is that which our Poor are so vers'd in, and so us'd to, that we find it difficult to bring them off from it ; nay, though we give them better Wages than they can Earn in the other. Our Work seems new to them, and they think they are not so secure of constant Employ ; but now if the *English* Parliament will lay a Duty on *Scotch* Linnen,

by which the Quantity sold may be diminished, the Poor will come under some necessity to work for us, and we shall soon have our Manufactures flourish.

Besides, If we can but bring our Works to any Maturity against our next Parliament, we are in great hopes to get a general prohibition of all *English* Woollen Manufactures; to which, the Duty imposed upon our Linnens in *England* will be a very great Argument; and if these Two Points are gain'd, we believe you will grant that our Company will be in a very good condition.

As to the Goods we make, we have already very good Broad-Cloths and Serges made here; and we do not doubt in a very short time to purchase our *Spanish* Wooll and Dyers Stuff abroad with our own Goods.

By this short History of the Undertaking in *Scotland*, you will easily see that it is far from being our interest to oppose the laying a Duty on *Scotch* Linnen in *England*.

We are inform'd the Parliament are considering of Methods also to prevent the Improvement of the Woollen Manufacture in *Ireland*, and that one way they are pleas'd to think of, is to encourage the Linnen Manufacture there. It is, no question, a very proper way, and if it can be brought to pass, will certainly answer the End; and it seem'd strange to us at first sight, that the Parliament should not apprehend the very same thing in *Scotland*, but attempt to discourage our Linnen Trade, which is the only present hindrance of our falling into the Woollen, at as large a rate as ever *Ireland* can pretend to.

If ever we in *Scotland* bring our Woollen Manufacture to such a head as we hope to do, we do not question  
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but we may have a *Hamborough* as well as an *East-India* Company, with Priviledges as great as other Companies enjoy; and indeed I cannot see why the *English* should envy us the Improvement of Trade, and the Growth of our own Country, since they themselves received the first Instructions in all their Manufactures from their Neighbours the *Flemings*.

And yet, I acknowledge, we ought not to think that the *English* do envy us at all, or that they will at all resent our Setting up the Woollen Manufacture for that. If we had been to ask of your Nation, what they would do for us, to encourage and help us forward in the Infancy of our Undertaking, we could have desir'd no greater Favour than they have done us in discouraging our Linnen Work.

The Making of Linnen in *Scotland* seems to have been introduced rather by a Necessity than a Profit; the Wages to the Poor is very small, the Profit to the Merchant much less, and the Advantage to the Nation none at all. But if we can come to some degree of Improvement in the Woollen Trade, we may in time be as Rich, and as Populous as *England*; for so many thousands of our People would never have gone abroad, if some useful and profitable Manufacture had been settled at home.

This we are upon, and this we hope to accomplish; and since so happy a Juncture offers it self to remove the only Obstacle, *viz.* the Linnen Trade, we beg of you by no means to hinder it.

It is needless, I suppose, to use any Arguments here to convince you that a Duty on *Scots* Cloth in *England* will lessen the making of it; but you may take a little to demonstrate the General.

1. We have no Vent for our Linnen but into *England* and *Ireland*, our own Expence excepted ; now the Market in *England* is secured by our selling Cheaper than the *Germany* Linnen, for our *Scots* Cloth is rather inferior to the *Germany* Linnen in its quality, and if it be but at the same price, the *Germany* Linnen sells before it; but we under-sell them 1 *d.* per Ell, and that secures the Trade. Now this Duty which is just a Penny an Ell, brings them to an Equality, and so the *Germans* will have all the Trade: I appeal to the Drapers and Merchants at *London* for the truth of this.

But it may be Objected, That we may abate 1 *d.* per Ell in the Price ; to that I answer, With all my heart : for then either the Maker would put none out, or the Merchant would buy none, and that would do our business as well.

At present the utmost profit can be made is not above a Halfpenny per Ell, and if the Merchant must abate 1 *d.* he must lose a halfpenny, and then he would not deal in it ; if the Poor must abate it in their Price, they Work for so little already, that they would leave it, and all run to us for Woollen Work : Either way will answer our end, for it will be a full stop to our Sale of Cloth to *England*, and that would cause our People to want Work, and so they may by degrees be brought to the Woollen Manufacture.

As to our Vent in *Ireland*, the Parliament resolving to Encourage the Making of Linnen in that Kingdom, will lessen our Exportation thither also ; and so in time we may come to make no more Linnen than we use our selves.

If you ask, What advantage this will be to us, since we only sink one Manufacture to raise another ? I answer,

1. 'Twill save us 70000 *l.* per *Ann.* which we really lose in the Balance of our Trade to *England*, and which

*England*

*England* now actually gets of us in Trade, by Exporting so much more value in Manufactures to us than it Imports from us ; and though to so Rich a Nation as *England* it is not much, 'tis very considerable to us.

2. 'Twill employ a multitude more hands than the Linnen does, and so much more advantage, and will be a means to keep our People at Home.

3. In time we may, as is before noted, be able to vie with the *Englisb* themselves, and have a Vent abroad, which will increase our Shipping, enrich our Merchants, and improve the whole Kingdom.

These and many other advantages will be the effect of it, and therefore we all earnestly desire you to make no Opposition to the Bill, but hope your Answer to this will bring us Word, that 'tis past into an Act which, we pray, may never be Repeal'd.

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The following is a list of the names of the persons who have been appointed to the various committees of the Board of Directors of the American Telephone and Telegraph Company, for the year ending December 31, 1904:

President J. Edgar Hoover	Vice President J. Edgar Hoover	Secretary J. Edgar Hoover	Treasurer J. Edgar Hoover
Chairman of the Board J. Edgar Hoover	Chairman of the Committee on Finance J. Edgar Hoover	Chairman of the Committee on Operations J. Edgar Hoover	Chairman of the Committee on Legislation J. Edgar Hoover
Chairman of the Committee on Public Relations J. Edgar Hoover	Chairman of the Committee on Technical Education J. Edgar Hoover	Chairman of the Committee on Labor Relations J. Edgar Hoover	Chairman of the Committee on Foreign Relations J. Edgar Hoover

